

Message Text

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FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 6386

INFO AMEMBASSY ABU DHABI

AMEMBASSY ATHENS

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

UNCLAS TEHRAN 3506

EO 11652: NA

TAGS : BEXP, BTRA, TC

SUB: TRAVEL OF PETER SUTHERLAND

REF: (A) STATE 080468, (B) 75 TEHRAN 12504, (C) STATE 14936,
(D) STATE 295849

1. EMBASSY TEHRAN FORESEES SOME PROBLEMS IN GENERATING OFFICIAL AND PRIVATE SECTOR ENTHUSIASM FOR MR. SUTHERLAND'S TRIP AND THE SUBSEQUENT UNIVERSITY OF MAINE CONFERENCE, AUGUST 2-6, 1976. SPECIFICALLY, (1) JOINT BUSINESS COUNCIL AND FINANCIAL CONFERENCES OF MARCH 1-3 HAVE ALREADY COVERED MOST OF THE THEMES, PARTICULARLY IN THE INVESTMENT AREA, WHICH UNIVERSITY OF MAINE HAS ON ITS TENTATIVE AGENDA; WL MAINE CONFERENCE SCHEDULED LESS THAN TWO MONTHS AFTER PAHLAVI CONFERENCE, JUNE 8-10 IN WASHINGTON, D.C., JOINTLY SPONSORED BY STANFORD RESEARCH INSTITUTE AND IRANIAN INSTITUTE FOR INTERNATIONAL POLITICAL AND ECONOMIC STUDIES (IIPES) (SEE STATE 14936). WE NOTE THAT THERE IS CONSIDERABLE OVERLAPPING TO THE POINT OF OUTRIGHT DUPLICATION IN THE THEMES LISTED FOR THE PAHLAVI CONFERENCE AND THE MAINE CONFERENCE. MR. SUTHERLAND AND UNIVERSITY OF MAINE SPONSORS SHOULD KNOW THAT ATTENDANCE BY IRANIAN OFFICIALS AND ENTREPRENEURS AT THE MAINE CONFERENCE WILL BE TO A LARGE DEGREE AFFECTED BY THE ANSWER TO AN OBVIOUS QUESTION WHICH THESE INDIVIDUALS WILL ASK THEMSELVES: WHAT

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BENEFITS WILL ACCRUE TO IRAN OR TO MY FIRM IN MEETING COLLECTIVELY

AT THESE CONFERENCES WHICH I CANNOT OTHERWISE OBTAIN BY MEETING INDIVIDUALLY WITH AMERICAN BUSINESSMEN INTERESTED IN DOING BUSINESS WITH MY FIRM? WE BELIEVE IT WOULD BE PREFERABLE TO ALLOW SOME TIME FOR THE IRANIANS TO REACT TO THE RECENT BUSINESS COUNCIL INITIATIVES RATHER THAN TO TRAVEL SO SOON AGAIN THE WELL-TROD PATH OF "DOING BUSINESS IN IRAN." WE RECOGNIZE, HOWEVER, THAT PLANS FOR THE MAINE CONFERENCE ARE WELL ALONG. EMBASSY WILL DO WHAT IT CAN TO ASSIST.

2. WOULD APPRECIATE DEPARTMENT'S ADVICE AS TO WHAT SPECIFIC ASSISTANCE SUTHERLAND REQUIRES IN ARRANGING SMALL RECEPTIONS. FOR EXAMPLE, IS EMBASSY EXPECTED TO DRAW UP INVITATION LIST? AS DEPARTMENT AWARE, RECEPTIONS IN HOTELS HERE ARE USUALLY QUITE EXPENSIVE AND SUTHERLAND SHOULD BRING AMPLE BUDGET FOR THIS PURPOSE.

HELMS

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